

POLYPIPE BUILDING PRODUCTS

Underground Drainage Specialist

We are looking to appoint an enthusiastic Drainage Specialist to focus on the Underground & Sewer product range covering the South West and South Wales areas. The successful person will be responsible for achieving specification & sales, supporting the Below Ground/Sewer and Utilities business strategy & product portfolio either within a given territory.

Key Accountabilities

- Focus is delivering specification for, and sales of, Below Ground, Sewer & Multi Utility products using robust account management & project mapping processes.
- Manage all raised quotes for BG/Sewer products, by utilising the customer / project portfolio log.
- Create and manage desirable tender and design stage projects using a Won/Lost/Pending model – New CRM System.
- Develop a strategic network of key contacts within the territory, to include Regional & National Housing Developers, Consulting Engineers, Contractors (Site teams/Engineers/Surveyors) Water Authorities, Developer Services and Site Inspectors.
- Ensure dialogue and close working relationship is maintained with internal commercial sales office, technical department (prioritise workload), external sales teams (passing jobs to merchant orders / stock) and all other areas of the business.
- Ensure dialogue and close working relationship is maintained with PP Civils and their Core / WMS teams, to help sell the Polypipe portfolio of products through cross group opportunities.
- Report on market trading conditions and competitor activity.
- Develop and ensure up to date product knowledge is maintained in order to effectively communicate all features and benefits to both current and prospective customers.
- Development of a full awareness of all customer performance and activities.
- Monthly review of the customer / project portfolio log to feed in forecasted orders across both the BG/Sewer products.

Key Skills, Knowledge & Qualifications

- Knowledge and understanding of Product portfolio, Specification & Route to market is desirable.
- Firm understanding of building regulations is desirable but no essential in order to deliver a sound technical message.
- Experience in the construction industry selling to the end user / contractor and channel partners
- Strong understanding of sustainable issues / solutions linked to water management, sewers & drainage.
- Be self-motivated and have the ability to make decisions on own initiative.
- A can do attitude, flexible approach and team ethic is key to this fast paced and challenging role.
- PC literate; Windows, Excel, Word, PowerPoint and CRM databases
- Excellent communication skills.

The ideal applicant will have a sound knowledge of the underground & drainage industry, preferably possessing a strong technical ability with an awareness of regulations and the current market. The role is home based and will report to the Business Development Manager Drainage/Utilities

A competitive salary, company car and other attractive Company benefits will apply.

To apply for this opportunity, please send by email a cover letter, current CV including salary to:

jon.stewart@polypipe.com
Business Development Manager Drainage/Utilities

Closing date for applications: 21 January 2020

Polypipe operate an Equal Opportunities Policy